

# AWARD

## CITY OF FORT LAUDERDALE

PROCUREMENT & MATERIALS MANAGEMENT DIVISION  
100 N. ANDREWS AVENUE, 6TH FLOOR  
FORT LAUDERDALE, FL 33301  
(954) 828-5140

City Commission Approval:  
06/02/04 Pur-3

Period Covered:  
6/21/04 – 6/20/09

Contract No.:  
242-9003

Vendor: MBE\_ WBE\_  
Pierce Manufacturing Co.  
2600 American Drive  
Appleton, WI 54912-2017

Invoice To:  
City of Fort Lauderdale  
Accounts Payable  
100 N. Andrews Avenue  
Fort Lauderdale, FL 33301

Attn: Jeff Resch  
920-832-3000

Payment Terms: Per RFP  
Delivery: Per RFP

Email [mjsfiretrucks@aol.com](mailto:mjsfiretrucks@aol.com)

\*\*\*\*\*

### FIVE YEAR CONTRACT TO PURCHASE REPLACEMENT FIRE FIGHTING APPARATUSES

Anticipated purchases:

Aerials - (1) FY 2003-04, (1) FY 2006-07, (1) FY 2008-09 = (3) total

Pumpers - (5) FY 2003-04, (2) FY 2006-07, (3) FY 2007-08, (2) FY 2008-09 = (11) total

Fiscal year (FY) is from October 1st to September 31st

Per pricing plan #1 dated May 17, 2004 (attached)

Insurance Coverage Required: Yes ☒ No ☐  
Authorized for Purchases: Under \$25,000 ☐ Over ☒

We hereby accept this award and all terms, conditions, and specifications of the bid referenced,  
RFP No. 242-9003.

Authorized Signature and Title

Date

Printed Name and Title

\*\*\*\*\*

Department Contract Co-Ordinator: Steve Kastner, Fire-Rescue, 954-828-5654

Procurement Specialist: James T. Hemphill, CPPB

  
Kirk W. Buffington, C.P.M.

Assitant Director, Administrative Services

May 17, 2004

Mr. James T. Hemphill  
Sr. Procurement Specialist  
City of Fort Lauderdale  
100 North Andrews Ave., #619  
Fort Lauderdale, FL 33301

RE:RFP #242-9003-Purchase of Fire Trucks

Dear Mr. Hemphill,

As per your request, we would like to propose a couple of plans to reduce the price of the vehicles proposed. Pierce Manufacturing Inc. and Ten-8 Fire Equipment Inc., have agreed to additional concessions to meet those goals.

**Plan #1 Pumper Pricing**

Original Price	\$538,937.00
Credits	(32,325.00)
Revised Price	\$506,612.00

**Plan #1 Aerial Pricing**

Original Price	\$830,412.00
Credits	(69,364.00)
Revised Price	\$761,048.00

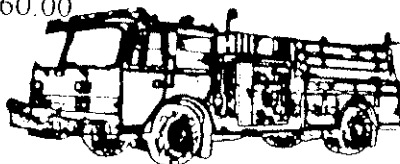
Plan #2 contains the same discounts and credits as Plan #1 except we have provided additional discounting for a 90% prepayment at time order. These are the same purchase terms the City of Fort Lauderdale used to acquire two (2) Pierce Quantum Pumpers in April 1999 under purchase order PP990294. A 100% performance bond shall be provided to cover contract performance and prepayment funds.

**Plan #2 Pumper Pricing**

Original price	\$538,937.00
Credits	(43,073.00)
Revised Price	\$495,864.00

**Plan #2 Aerial Pricing**

Original Price	\$830,412.00
Credits	(85,052.00)
Revised Price	\$745,360.00



Page 2  
City of Fort Lauderdale  
May 17, 2004

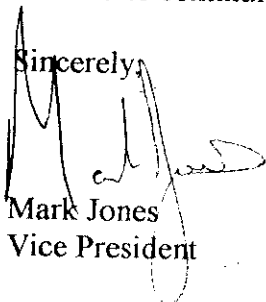
We have proposed what we feel are fair and equitable pricing concessions to meet your budget goals. As previously stated, our original bid pricing was discounted due to the competitive nature of the fire apparatus business and the point evaluation criteria of the City. In addition we have agreed to provide the new redesigned Quantum cab and chassis on both the pumpers and aerials at no additional charge to the City. This is a value of \$6,000.00 each.

Pierce Manufacturing Inc. has been affected by significant increases in the costs of metals that have required an addition of a metal surcharge on all bids and purchases after June 1, 2004. Pierce has agreed to forego any metal surcharges on your contract. This essentially results in a concession of \$14,800 for each pumper and \$26,500 for the aerial. A copy of the metal surcharge bulletin has been attached for your review.

As you consider this offer please keep in mind that there are additional cost savings available through the reduction of loose equipment. There is \$83,549.00 worth of loose equipment in each pumper and \$71,672.00 in the aerial ladder. Itemized lists were provided in the original bid. We have little control over these vendors when it comes to price reductions and they have not participated in any concessions on this contract.

We sincerely hope that we can move forward with this project as soon as possible. We greatly value the relationship we have formed with the City of Fort Lauderdale and look forward to continuing to serve the City with quality products and service.

Sincerely,

A handwritten signature in black ink, appearing to read 'Mark Jones', is written over the printed name and title.

Mark Jones  
Vice President